

# World-Class Education

## DSMC Measures Up Internationally

RICHARD KWATNOSKI

This was a banner year for the DSMC international acquisition education program. Expansion of our international acquisition education program received some impetus from Secretary Cohen's policy memorandum of March 1997. In this memorandum, he stated that "training for program managers and other Acquisition Workforce personnel will include sufficient instruction in the policies and procedures of international armaments cooperation programs to enable them to develop and execute such programs successfully."<sup>1</sup>

While DSMC offers a family of three one-week international acquisition courses, this article highlights significant international events of the past year, beyond the scope of our normal course offerings. The following discussion focuses on international acquisition educational high points of 1998.

### Annual International Acquisition/Procurement Seminar — Atlantic

#### 10TH ANNIVERSARY SEMINAR

The International Defense Educational Arrangement (IDEA), comprised of equivalent defense educational institutions in the United States, United Kingdom, Germany, and France held its 10th annual seminar at the Centre des Hautes Études de l'Armement (CHEAr) in Paris, France, during the week of July 8-12, 1998. This was the most successful Atlantic seminar to date, with about 130 attendees from the four participating IDEA nations, and 11 additional nations: Australia, Belgium, Canada, Denmark,

Italy, Japan, The Netherlands, Portugal, Romania, Singapore, and Spain.<sup>2</sup>

Ingénieur Général de l'Armement Jean-Paul Gillybouef, the Deputy Director of the Délégué Général pour l'Armement, provided a stirring keynote address.<sup>3</sup> Noting with pleasure the opportunity to address the participants of the seminar, which aims to improve international defense cooperation, he stated that the French strongly believe that this "IDEA"

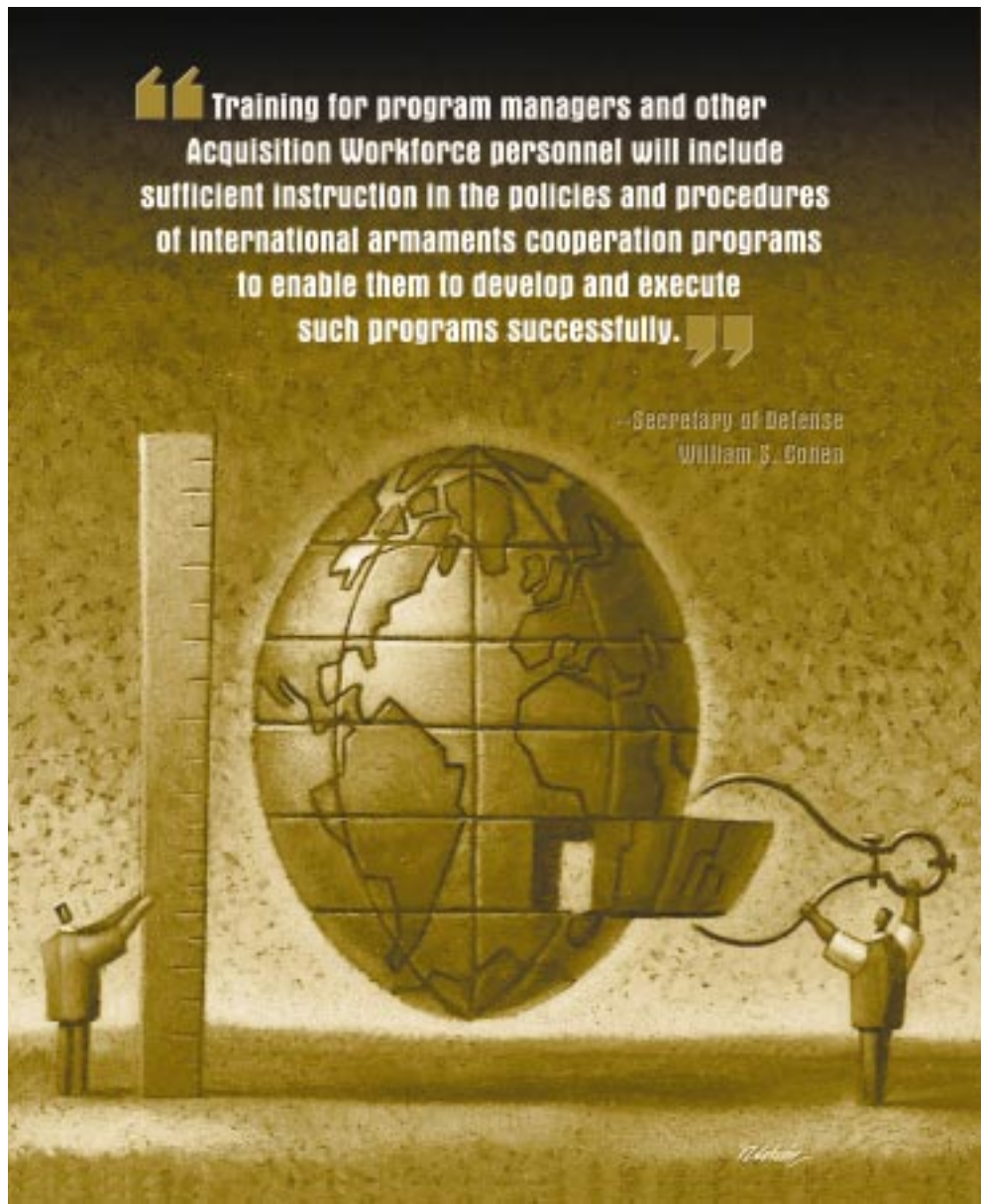
is a very important one. He went on to suggest keywords for the next century, a century of communication based on international teamwork: "people, flexibility, quality, and trust."

The United States was well represented during the seminar by Alfred Volkman, Acting Deputy Under Secretary for International & Commercial Programs, who provided the U.S. national presentation.

**“Training for program managers and other Acquisition Workforce personnel will include sufficient instruction in the policies and procedures of international armaments cooperation programs to enable them to develop and execute such programs successfully.”**

—Secretary of Defense  
William S. Cohen

*Kwatnoski is the Director of International Acquisition Courses, Executive and International Department, School of Program Management Division, DSMC.*



The 11th Annual International Acquisition/Procurement Seminar — Atlantic, will be held June 28 — July 2, 1999. DSMC will host the 11th Annual Seminar at Fort Belvoir. Watch the DSMC Web site (listed at the end of this article) for future updates.

## Annual International Acquisition/Procurement Seminar — Pacific

### INAUGURAL SEMINAR

Encouraged by 10 successful Atlantic seminars, DSMC began a similar initiative in the Pacific Theater. This initiative began bilaterally with the Australian Defence Force Academy, Canberra, Australia. The First International Acquisition/Procurement Seminar — Pacific was conducted September 28-30, 1998, in Canberra. Other nations that participated and provided national presentations were Japan, New Zealand, Singapore, and South Korea. Other nations sending representatives were Canada, Poland, and Thailand. About 130 attended the Seminar.

Australia, as the host, provided the bulk of the speakers, which included such notable Australian Defence officials as Garry Jones, Deputy Secretary Acquisition, Defence Acquisition Organisation; Merrilyn McPherson, First Assistant Secretary, Capital Equipment Program; and Maurice Hermann, Director General, Exports and International Programs. Navy Rear Adm. Lenn Vincent, Commandant, DSMC, and Gil Watters, Director General Acquisition, Finance and Reporting, Defence Acquisition Organisation, conducted a lively panel discussion on Defense Acquisition Reform issues in the United States and Australia.

The current plan is for the Korean Institute for Defense Analysis (KIDA) to host the second Seminar in Seoul during September 1999. Watch the DSMC Web site for updates on this.

## U.S. — Japan Project Management Seminar

DSMC hosted and provided educational oversight for this July 15-17, 1998, Seminar, at the request of the Director, Pacific Armaments Cooperation in the

Office of the Under Secretary for International & Commercial Programs. The University City Science Center (a consortium of educational institutions), and the Strategic Management Group (a private contractor) conducted the Seminar. Funding was provided through grants from the Japan Industry and Technology Management Program, managed by the Air Force Office of Scientific Research.

The attendees, all U.S. DoD personnel, stated that the seminar was valuable in learning to work with our Japanese allies. This was not the only recent DSMC activity devoted to increasing our mutual understanding of cooperative acquisition. DSMC professor, Richard Kwatnoski, traveled to Japan in December 1997 to provide a series of three lectures on U.S. defense acquisition, international cooperative acquisition, and cooperative projects in the Pacific Rim at the National Institute of Defense Studies in Tokyo. In November 1998, Japanese Defense officials visited DSMC to gain insight into the defense procurement methods of the United States.

## Biennial International Defense Cooperation in Armaments Course for U.S. Pacific Command (USPACOM) Personnel

September 23-25, 1998, DSMC and Australia conducted a special, tailored offering of an international acquisition course in Canberra, Australia, for Office of Defense Cooperation personnel in the Pacific Theater. Two DSMC professors, Richard Kwatnoski and Don Hood, presented this special offering, along with Bruce Bade, the Director, Pacific Armaments Cooperation, Office of the Deputy Under Secretary for International & Commercial Programs; and Ronald Neubauer, the Associate Deputy General Counsel, Office of the Deputy General Counsel (International Affairs). This was the second special offering for USPACOM; the first was presented in September 1996 in Singapore. Plans are underway to conduct the third offering in September 2000 at an undetermined Pacific location.

## Semiannual International Acquisition Forums

At the request of the Office of the Secretary of Defense (OSD) and each Service's International Programs Office (IPO), DSMC arranges and hosts a semiannual forum on contemporary international acquisition issues and topics. This is an opportunity for those actively engaged in cooperative acquisition to hear the latest and discuss the difficult international issues of the day. The forums are chaired by the Deputy Under Secretary for International & Commercial Programs.

The fifth and final forum for 1998 was held Dec. 2, 1998, where globalization and security, training for international armaments cooperation, and reinventing security cooperation were lively topics.

**Author's Note:** Information on DSMC's international acquisition education program, including monthly updates on international seminar activities, is available at <http://www.dsmc.dsm.mil> on the DSMC Home Page. Open the "Education" pull-down menu, and select "International Acquisition."

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### ENDNOTES

1. Kwatnoski, Richard, "Secretary Cohen Sets Course for International Acquisition," *Program Manager*, July-August 1997.
2. For a complete description of the previous seminar, see: "DSMC Conducts Successful Ninth International Acquisition/Procurement Seminar with German Federal Academy," *Program Manager*, September-October 1997.
3. Ingénieur Général de l'Armement Jean-Paul Gillybouef is a general officer equivalent rank in the French Acquisition Corps. The Délégation Générale pour l'Armement (DGA) is the French centralized acquisition/procurement agency. The United States has no equivalent organization, as the Military Departments do most of their own acquisition and procurement.



# 10TH INTERNATIONAL ACQUISITION/PROCUREMENT SEMINAR — ATLANTIC

## *Paris, France — July 8-12, 1998*

ENJOYING THE SEMINAR. PICTURED FROM LEFT: PETER ROLLER, FEDERAL ACADEMY OF DEFENSE ADMINISTRATION AND MILITARY TECHNOLOGY, GERMANY; NAVY REAR ADM. LENN VINCENT, DSMC COMMANDANT; PROFESSOR TREVOR TAYLOR, CRANFIELD INSTITUTE, UNITED KINGDOM.



ALFRED VOLKMAN, ACTING DEPUTY UNDER SECRETARY FOR INTERNATIONAL & COMMERCIAL PROGRAMS, DELIVERS U.S. NATIONAL PRESENTATION.

DSMC PROFESSOR RICHARD KWATNOSKI INTRODUCES TWO FRENCH SPEAKERS ON THE TOPIC OF INTERNATIONAL PROJECT MANAGEMENT: HERVE JARRY FROM THOMPSON CSF, AND ICA JEAN-BERNARD PENE FROM THE FRENCH ARMAMENTS ACQUISITION AGENCY.



IGA JACQUES PÉCHAMAT, THE DEPUTY COMMANDANT OF CHEAR AND SEMINAR HOST, INTRODUCES IGA MARC PREVÔT, DIRECTOR OF THE NEW EUROPEAN ARMAMENTS AGENCY, OCCAR.



SEMINAR PARTICIPANTS IN FRONT OF THE SEMINAR SITE, THE HISTORIC ÉCOLE MILITAIRE NEAR THE CENTER OF PARIS.

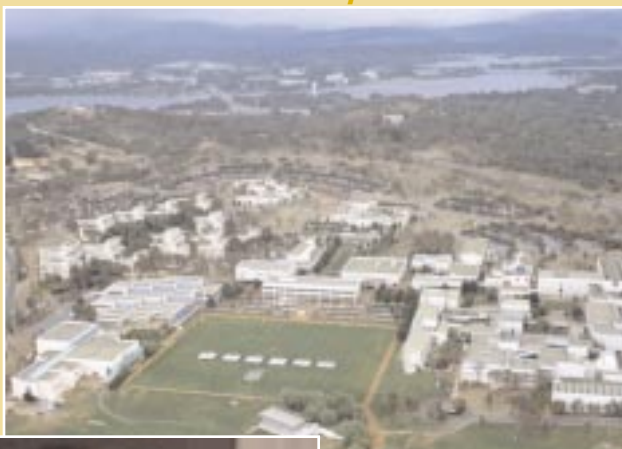
IGA JEAN-PAUL GILLYBOEUF, DEPUTY DIRECTOR OF THE FRENCH ARMAMENTS ACQUISITION AGENCY, DELIVERS THE KEYNOTE ADDRESS.



# 1ST INTERNATIONAL ACQUISITION/PROCUREMENT SEMINAR - PACIFIC

## Canberra, Australia — September 23-25, 1998

AERIAL VIEW OF THE AUSTRALIAN DEFENCE  
FORCE ACADEMY. ADFA File Photo



GARRY JONES, DEPUTY SECRETARY AC-  
QUISITION, DEFENCE ACQUISITION OR-  
GANISATION, DEPARTMENT OF DEFENCE,  
AUSTRALIA, DELIVERED THE SEMINAR  
CLOSING REMARKS.



MERRILYN MCPHERSON, FIRST ASSIS-  
TANT SECRETARY, CAPITAL EQUIPMENT  
PROGRAM, DEFENCE ACQUISITION OR-  
GANISATION, DEPARTMENT OF DEFENCE,  
AUSTRALIA, DELIVERS THE AUSTRALIAN  
NATIONAL PRESENTATION.



BRUCE BADE, DIRECTOR ARMA-  
MENTS COOPERATION PACIFIC,  
OFFICE OF THE DEPUTY ASSISTANT  
SECRETARY OF DEFENSE FOR IN-  
TERNATIONAL & COMMERCIAL  
PROGRAMS, UNITED STATES DE-  
PARTMENT OF DEFENSE, DELIVERS  
THE U.S. NATIONAL PRESENTATION.



AUSTRALIAN DEFENCE FORCE ACADEMY SEMINAR SITE.

NAVY REAR ADM. LENN  
VINCENT, DSMC  
COMMANDANT  
CONDUCTED A PANEL  
SESSION ON ACQUISITION  
REFORM DURING THE  
SEMINAR.

COMMODORE BRIAN L.  
ADAMS, COMMANDANT,  
AUSTRALIAN DEFENCE  
FORCE ACADEMY, AND  
SEMINAR HOST DELIVERS  
WELCOMING REMARKS.

